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6219



*Frost Proof Cabbage Plants  
a Specialty*

ESTABLISHED 1909

REFERENCES  
BANK OF TIFTON  
TIFTON, GEORGIA  
BRADSTREET-DUN, INC.  
EVERYWHERE

**P. D. Fulwood**

GROWER AND SHIPPER OF

**HIGH GRADE VEGETABLE PLANTS**

CABBAGE, TOMATO, POTATO AND  
ONION AND OTHER PLANTS

*Tifton, Georgia*

January 31, 1935.

FROST PROOF CABBAGE AND ONION PLANTS

Dear Sirs:

New Dealer Prices: \$1.00 per 1000 on all Cabbage and Onion Plants any quantity by express. This cancels all previous quotations.

Owing to the recent freeze in some sections there is a very short crop of good plants. I have plenty of nice plants unhurt by the cold and can make prompt shipments at all times. Express rates on plants have been reduced to about half what it was last season.

FROST PROOF CABBAGE PLANTS-Varieties: Jersey Wakefield, Charleston Wakefield, Copenhagen Market, Golden Acre, Flat Dutch, and Succession ready now.

FROST PROOF ONION PLANTS-Varieties: Yellow Bermuda and Crystal Wax ready now.

TOMATO PLANTS-Varieties: Greater Baltimore and Marglobe ready April 1st and after. Price by express \$1.25 per 1000.

PEPPER PLANTS-Varieties: World Beater and Ruby King ready April 1st and after. Price by express \$2.00 per 1000.

SWEET POTATO PLANTS-Variety: Improved Porto Rico ready April 1st and after. Price by express \$2.00 per 1000.

I guarantee you will make more money out of my hand selected plants. They are grown right and have given satisfaction for 26 years.

Send me your orders. You will be pleased with results.

ORDERS SHIPPED DAY RECEIVED  
WIRE OR WRITE  
P. D. FULWOOD, TIFTON, GEORGIA

# GET BETTER ACQUAINTED



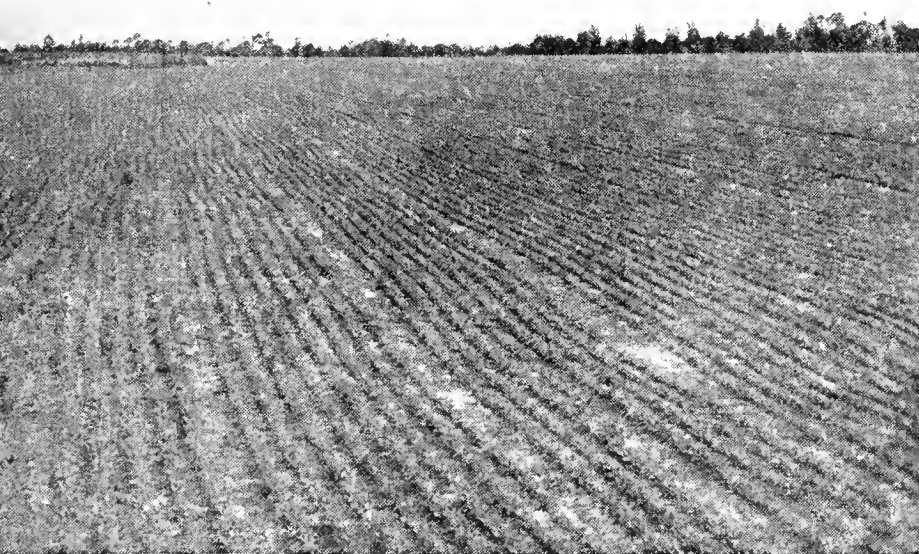
*Above—Pulling Tomato Plants*



*A Bunch of Fifty Tomato Plants*



*A Bunch of Fifty Cabbage Plants*



*Above—A Field of Frost Proof Cabbage Plants*



*A Bunch of One Hundred Onion Plants*

*Below—A Planting Scene*



THESE fields and these machines produce these and other Fulwood high grade vegetable plants on over 1200 acres of Southern soil.



# WITH FULWOOD

This man and this machine assemble these scientifically-made lightweight wire-bound crates in which genuine Fulwood's vegetable plants are shipped.

This highly efficient, well-trained office force receives and fills over 50,000 orders for Fulwood's high grade plants yearly.

BY STUDYING the accompanying illustrations you will be able to form some idea of the ability of this organization to serve you promptly and intelligently.

During the twenty-six years I have been in this business I have served thousands of customers to their entire satisfaction, and have built up a reputation for quality plants; prompt, efficient service and fair and square dealings with my fellow-men.

I have fulfilled my pledge to you—to grow the finest, sturdiest, healthiest plants possible to produce—but I do not stop here. I further pledge you that I will continue to endeavor to improve the quality of my plants if this is scientifically possible, and to render still better service if it is within the bounds of human effort.

If I can find a better seed, you have my word that I will obtain it. If I can evolve a better method of growing these seed into better plants I will adopt it. If I can make a better shipping crate I will make it, and if I can perfect a better shipping plan I will spare no time or expense to put it into effect.

My reputation is at stake and I feel duty bound to my many loyal customers and friends to deliver the best plants it is possible to grow, and to get them to you in perfect condition within the shortest space of time.

As an indication of the service I have been able to develop, we now have twenty fast Express trains out of Tifton every day, insuring the prompt delivery of your orders, which, if received in the morning will be shipped the same day.

You will profit by sending your orders to one of the few Plant Growers with a sound financial backing.

P. D. FULWOOD—*High Grade Vegetable Plants*—TIFTON, GA.



# MAKE 100% PROFIT SELLING GENUINE FULWOOD'S VEGETABLE PLANTS

## *Fulwood's Plants Are Money Makers for You and Your Customers*

You can make 100% profit selling Fulwood's Vegetable Plants and every sale will make a friend. Fulwood's Plants are money makers for both you and your customers. They can be set out early and will make the finest kind of crops weeks in advance of home grown plants.

Genuine Fulwood's Plants are dependable. They are the kind you can sell to your customers with the fullest confidence that you are offering them the finest plants it is possible to grow. I've had twenty-six years' experience in this business and have built up an unusually fine reputation for the quality of my plants, for my methods of packing and shipping and for the dependability of my complete service.

Back of this experience is more than 1200 acres of the finest plant growing soil obtainable. Crops are rotated so that the same plants are never grown on the same soil twice in succession and to further eliminate the possibility of disease all seed is chemically treated before being sown.

Be sure the cabbage and onion plants you offer your customers are really FROST PROOF. Fulwood's Frost Proof plants have been subject to frost during cultivation so that

they are really hardy before pulling and shipping and will survive temperatures as low as 18 degrees above zero. Many so-called "Frost Proof" plants are being offered for sale that have never been subject to frost because the growers do not have frost in their locality.

**Fulwood's Plants Are Scientifically Packed.** All plants are pulled one at a time, carefully sorted for quality, tied in bundles and shipped in correctly designed lightweight wire bound crates all on the same day your order is received. Shipments are made by express either to you or directly to your customers as desired. By our methods of handling and packing my plants will keep a week or ten days after arrival and be in perfect condition. Full count, true varieties and arrival in perfect condition fully guaranteed.

**How to Sell Fulwood's Vegetable Plants.** Place a classified ad in your local paper. Offer Genuine Fulwood's Frost Proof Cabbage and Onion Plants which will head up three weeks before home grown plants and will stand temperatures of 18 degrees above zero. This ad will not only bring the plant business into your store but you'll be bound to sell other goods at the same time.

## *Consider the Advantages of EXPRESS SHIPMENTS*

I have succeeded in securing extremely low rates on Express shipments of plants, which brings transportation charges down to the minimum. Some growers peddle plants by truck. These growers pull up whatever varieties of which they have the most and sell the dealer any variety he might call for at the time.

These plants are trucked over the country, being stale and lifeless when offered to the dealer. You will usually lose your sales if you wait for these truck growers. **Express is just**

**as cheap, and when you order from me, you receive fresh plants daily, and just the varieties you order.**

Some growers actually offer plants below cost of production and run out of plants just when you need them most. By ordering from me, you get exactly what you want, and the plants are fresh and vigorous just when you want them.

You will make more money on plants if you stick to **Fulwood's service throughout the season.** I plant every month in the year, and ship fresh plants the day your order is received **every day in the year.**

## **FULWOOD'S PLANTS and SERVICE WILL NOT FAIL YOU**

### ***Fulwood's Genuine Frost Proof Cabbage Plants Ready Year Round***

No greater care could be taken to grow the very highest grade cabbage plants possible. Every shipment is guaranteed as to count, quality, variety and to be in perfect planting condition upon arrival. Varieties include: Early Jersey Wakefield, Charleston Wakefield, Copenhagen Market, Flat Dutch, Succession and Golden Acre. Packed in bundles of 50 plants.

### ***Fulwood's Tomato Plants Ready April 1st and After***

These are not frost proof. They are open-field grown, however, and acclimated to outside temperatures as are all of my plants. Should not be ordered out until all danger of killing frost is past. We ship only well rooted, large stocky plants which start growing quickly and produce large ripe tomatoes much earlier than home grown plants. We pack them in deep damp moss and they will keep in good condition for several days. Packed in bundles of 50 plants. Varieties include: Bonnie Best, Marglobe, and Greater Baltimore.

### ***Fulwood's Genuine Frost Proof Onion Plants Ready Now***

Can be planted as early as you would plant sets or early cabbage plants. Will make a big crop and larger onions than sets and they will be ready weeks in advance when prices are highest. You may include onion plants in with your order for cabbage plants. Varieties include: Yellow Bermuda, Crystal Wax, and Spanish Valencia. Packed in bundles of 100 plants.

### ***Fulwood's Pepper Plants Ready April 15th and After***

Fully up to the regular high standards of all Fulwood Plants. Varieties include: World Beater and Ruby King. Packed in bundles of 50 plants.

### ***Fulwood's Improved Porto Rico Sweet Potato Plants Ready April 15th and After***

Grown with extreme care to assure full crops. Each plant a good healthy, hardy plant. Variety: Porto Rico. Packed in bundles of 50 plants.

**WRITE OR WIRE YOUR ORDERS.**

**P. D. FULWOOD** — *High Grade Vegetable Plants* — **TIFTON, GA.**  
ONE OF THE FEW PLANT GROWERS WITH A SOUND FINANCIAL RATING